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MALI LIVESTOCK FOR GROWTH (L4G) QUARTERLY REPORT FY2018 QUARTER 3



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MALI LIVESTOCK FOR GROWTH (L4G)

QUARTERLY REPORT FY2018 QUARTER 3

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LIST OF ACRONYMS AND ABBREVIATIONS

| | |
|---------|--|
| AMRAD | <i>Association Malienne de Recherche-Action pour le Développement</i> |
| AVRDC | World Vegetable Centre |
| AE | <i>Auxiliaires d'Élevage</i> |
| APESS | <i>Association pour la Promotion de l'Élevage au Sahel et en Savane</i> |
| CARE | Cooperative for Assistance and Relief Everywhere |
| CILSS | <i>Comite Inter-Etats de Lutte contre la Sécheresse au Sahel</i> |
| COP | Chief of Party |
| CSA | Climate Smart Agriculture |
| DCOP | Deputy Chief of Party |
| DNPIA | <i>Direction Nationale des Productions et Industries Animales</i> |
| DRSV | Regional Directorate of Veterinary Services |
| FEBEVIM | <i>Fédération des groupements interprofessionnels de la Filière Bétail et Viande</i> |
| FFS | Farmer Field School |
| FOFBEV | <i>Fédération des Operateurs de la Filière du Bétail et de la Viande</i> |
| ICRAF | World Agroforestry Center |
| ICD | Initiatives, Conseils, Développement |
| ICRISAT | International Crops Research Institute for the Semi-Arid Tropics |
| ICT4Ag | Information Communication Technology for Agriculture |
| IESC | International Executive Service Corps |
| ILRI | International Livestock Research Institute |
| IR | Intermediate Result |
| IP | Implementing Partners |
| L4G | Livestock for Growth |
| FtF | Feed the Future |
| FFS | Famer Field School |
| LMIS | Livestock Market Information System |
| M&E | Monitoring and Evaluation |
| MFI | Microfinance Institution |
| MNLB | Multi-Nutritional Licking Blocks |
| MoL | Ministry of Livestock |
| MOLF | Ministry of Livestock and Fisheries |
| MSME | Micro, Small & Medium Enterprises |
| NGO | Non-Government Organization |
| OMA | <i>Observatoire des Marches Agricoles</i> |
| PO | Producer Organisation |
| PPCB | Cattle Pneumonia |
| RBA | <i>Réseau Billital Maroobé</i> |
| SOW | Scope of Work |
| SOGIBA | <i>Societe Generale de Business Agricoles</i> |
| SPM | Senior Program Manager |
| STTA | Short-Term Technical Assistance |
| SWOT | Strength, Weaknesses, Opportunities, Threats |
| SVPP | <i>Service Vétérinaire Privé de Proximité</i> |
| ToT | Training of Trainers |
| UN | United Nations |
| USAID | United States Agency for International Development |
| VA | Village Animator |
| VEGA | Volunteers for Economic Growth Alliance |
| WATIH | West Africa Trade and Investment Hub |
| WLBP | Women's Livestock as a Business Platform |
| YLBP | Youth Livestock as a Business Platform |

INTRODUCTION

This report covers the period extending from April 1st, 2018 through June 30th, 2017. It highlights major activities and progress made under each component or strategic objective during the period under review.

EXECUTIVE SUMMARY

During the third quarter, L4G continued to make progress in improving the livestock sub-sector in Mali. In particular, the three (03) SVPPs (Service Vétérinaire Privé de Proximité) achieved a gross margin of 1,907,080 CFA or 3,815 USD in animal health. This represents a relatively small margin compared to past quarters. The decrease in the SVPP profit margin is due to the fact that most animals are in transhumance and there are problems of insecurity in the intervention areas. The 25 FFS (Farmer-Field-Schools) sites for sheep fattening were operational during this quarter. The participants invited to these FFS benefited from the technical supervision of the field workers and the coordinators. 250 participants, including 194 women, are benefiting from animal choice and rationing training, urea straw production technique, multi-nutritional lick block production and animal weight estimation using the zoo metric ribbon. In the circles of Djenné, Goundam and Koro, 10 POs (Producer Organizations) harvested approximately 430,898 KG of fodder and sold 176,758 KG for a total value of 24,527,400 CFA or 49,055 USD. The production of lick blocks can become a sustainable and income generating activity if producers are willing to invest. For example, during the reporting period, 36 of our Koro, Bankass and Bandiagara POs produced 2,343 Multi-Nutritional Licking Blocks (MNLB) which were sold for a total value of 1,677,500 CFA or 3,295 USD.

With regard to the marketing of animals, 4,751 animals, including 882 cattle, 2,682 sheep, and 1,217 goats, were purchased by 196 POs and 64 individual producers for the fattening of livestock during the period considered. In addition, 3,895 animals including cattle, sheep, and goats were sold in local markets for a total value of 303,881,700 CFA, or USD 607,763. This clearly shows that our POs/customers are becoming better at understanding animal husbandry as a business. Animal exports have not remained on the margins of the activities. 376 cattle from Diré and Bankass were exported and sold in Ivory Coast for a total estimated amount of 129,299,000 CFA, or 258,598 USD.

Mopti continues to face insecurity challenges that restrict movement for everyone, including L4G. This situation makes banks reluctant to grant more loans to our producers. Nevertheless, our POs in Bankass and Koro were able to establish contracts totaling 10,755,750 CFA, or 21,511 USD from MFIs.

COMPONENT I. INCREASED LIVESTOCK PRODUCTION

I.1 ENHANCED TECHNOLOGY INNOVATION, DISSEMINATION, AND MANAGEMENT

TASK I.1.1 MODERNIZE ANIMAL HEALTH DELIVERY SYSTEMS

VETERINARY SERVICES

Since 2015, L4G has supported three Services Veterinaires Privés de Proximités (SVPPs) in Bankass and Koro Cercles providing trainings, equipment, and vaccinations. This quarter, these SVPPs cumulatively vaccinated 27,152 animals against various diseases including Cattle Pneumonia (PPCB) and Sheep/goat Pasteurellosis. For further details, please, refer to Table I below:

Table I: SVPP vaccinations April-June 2018

| Vaccine | Animal | # of vaccinated animals | Fee per vaccine | Total revenue (FCFA) | Gross margin (FCFA) |
|-----------------------------|-------------|-------------------------|-----------------|----------------------|---------------------|
| Contagious Pneumonia (PPCB) | Cattle | 460 | 110 | 50,600 | 38,640 |
| Pasteurellosis | Cattle | 17,791 | 100 | 1,779,100 | 1,245,370 |
| Pasteurellosis | Sheep/goats | 8,901 | 100 | 890,100 | 623,070 |
| Total | | 27,152 | | 2,719,800 | 1,907,080 |

VETERINARIAN RESULTS FOR QUARTER 3

Each year, L4G works with the SVPPs to develop annual vaccination goals as a part of their business plans. Table's 2, 3, and 4 below provide an update on the vaccination coverage by the respective three SVPP and the profit for each SVPP.

Table 2: Birama Diakite, SVPP Koro Cercle, Vaccination Campaign Results, April-June 2018

| Animal Species | Vaccine | Herd Coverage Goal % | Koro Cercle Communes: Koro, Bondo, Barapireli, Youdiou, Koporona, Koporo-Pen, Pel Maoude Dougouténé I, Dougouténé II | | | Profit | | | |
|----------------|----------------------|----------------------|--|--------------|------------|--------------|-----------------|----------------|---------------|
| | | | Herd size | # Vaccinated | % Achieved | # of Animals | Cost of Vaccine | Revenue | Profit |
| Cattle | Péri TI | 55% | 83,545 | - | - | - | - | - | - |
| Cattle | Pastobov + Symptovac | 25% | 37,975 | - | - | - | - | - | - |
| Sheep & goat | Pastovin | 25% | 200,983 | 1,055 | 1% | 1,055 | 31,650 | 105,500 | 73,850 |
| Total | | | | | | 1,055 | 31,650 | 105,500 | 73,850 |

Table 3: Laya Togo, SVPP Bankass Cercle, Vaccination Campaign Results, April –June 2018

| Animal Species | Vaccine | Herd Coverage Goal % | Bankass Cercle; Communes: Bankass, Dimbal, Kani-Bonzon, Ségué, Sokoura and Ouenkoro | | | Profit | | | |
|----------------|----------------------|----------------------|---|--------------|------------|--------------|-----------------|----------------|----------------|
| | | | Herd size | # Vaccinated | % Achieved | # of Animals | Cost of Vaccine | Revenue | Profit |
| Cattle | Péri TI | 55% | 71,726 | 460 | 1% | 460 | 11,960 | 50,600 | 38,640 |
| Cattle | Pastobov + Symptovac | 25% | 80,446 | 1,891 | 2% | 1,891 | 56,730 | 189,100 | 132,370 |
| Sheep & goat | Pastovin | 25% | 80,446 | 796 | 1% | 796 | 23,880 | 79,600 | 55,720 |
| Total | | | | | | 3,147 | 92,570 | 319,300 | 226,730 |

Table 4: Hamidou Sokanda, SVPP Bankass Cercle, Vaccination Campaign Results, April – June 2018

| Animal Species | Vaccine | Herd Coverage Goal % | Bankass Cercle; Communes: Diallassagou, Tori, Koulogon, Baye, Lessagou et Soubala | | | Profit | | | |
|----------------|----------------------|----------------------|---|--------------|------------|---------------|-----------------|------------------|------------------|
| | | | Herd size | # Vaccinated | % Achieved | # of Animals | Cost of Vaccine | Revenue | Profit |
| Cattle | Péri TI | 55% | 373,690 | - | - | - | - | - | - |
| Cattle | Pastobov + Symptovac | 25% | 316,883 | 15,900 | 5% | 15,900 | 477,000 | 1,590,000 | 1,113,000 |
| Sheep & goat | Pastovin | 25% | 316,883 | 7,050 | 2% | 7,050 | 211,500 | 705,000 | 493,500 |
| Total | | | | | | 22,950 | 688,500 | 2,295,000 | 1,606,500 |

From October 2017 to June 2018, the three SVPPs vaccinated 261,537 animals including 171,591 cattle and 89,946 small ruminants; the combined profit was 19,594,904 FCFA or 39,190 USD. See table 5 below for detail by quarter.

Table 5: Total Vaccination Campaign Results for 9 months (October to June 2018) by three SVPP in Koro and Bankass Cercles

| Vaccine | Animal Species | # of animals vaccinated from October to June 2018 by three SVPP in Koro and Bankass | | | | Cost of Vaccine (FCFA) | Revenue (FCFA) | Profit (FCFA) |
|----------------------|----------------|---|----------------|---------------|-----------------------------|------------------------|-------------------|-------------------|
| | | Quarter I | Quarter 2 | Quarter 3 | Total achieved for 9 months | | | |
| Péri TI | cattle | 70 216 | 21 275 | 460 | 91 951 | 2 390 726 | 10 114 610 | 7 723 884 |
| Pastobov + Symptovac | cattle | 17 221 | 44 628 | 17 791 | 79 640 | 2 389 200 | 7 964 000 | 5 574 800 |
| Pastovin | Sheep & Goat | 25 586 | 55 459 | 8 901 | 89 946 | 2 698 380 | 8 994 600 | 6 296 220 |
| Ovipeste | Sheep & Goat | | | | - | | | |
| Total | | 113 023 | 121 362 | 27 152 | 261 537 | 7 478 306 | 27 073 210 | 19 594 904 |

Table 6: Total Vaccination Campaign Results for 9 months - 3 SVPP of Koro and Bankass Cercles - October 2017 to June 2018

| Vaccine | Animal Species | National Coverage Goal% | Herd size - Targets (# of animals) | | | # of animals vaccinated by 3 SVPP | % coverage | % coverage for National goal |
|----------------------|----------------|-------------------------|------------------------------------|---------|-----------|-----------------------------------|------------|------------------------------|
| | | | Koro | Bankass | Total | | | |
| Péri TI | Cattle | 80% | 104 622 | 558 865 | 663487 | 91951 | 14% | 17% |
| Pastobov + Symptovac | Cattle | 30% | 39 233 | 209574 | 248807 | 79640 | 32% | 107% |
| Pastovin | Sheep & goat | 30% | 188 462 | 373 581 | 562043 | 89946 | 16% | 53% |
| Ovipeste | Sheep & goat | 30% | 188 462 | 373 581 | 562043,00 | 0 | 0% | 0% |

Parasitic Disease Study

L4G partnered with the Malian Central Laboratory (LCV) to evaluate the occurrence of contagious and parasitic diseases of in L4G coverage areas. LCV will calculate the current prevalence of priority diseases in the program's intervention zone; determine the L4G's contribution on reducing animal disease as a result of the support provided to the private vets; and provide recommendations for the final year of implementation on areas to continually ensure access to veterinarian services. In 2016, LCV conducted a baseline of animal disease prevalence rates in Mopti. Table 7 provides an overview of the baseline results.

Table 7: 2016 Baseline Results

| Cattle | | Small ruminants | |
|-----------------------------------|-----------------|---------------------------------|--------------------|
| Diseases | Prevalence rate | Diseases | Rate of Prevalence |
| Tuberculosis | 10.70% | Peste de Petits Ruminants (PPR) | 53.4% |
| Contagious Bovine Pleuropneumonia | 6.43% | Pasteurellosis | 14.66% |
| Foot-and-Mouth Disease | 5.65% | Babesiosis | 33.2% |
| Brucellose | 1.03% | Gastrointestinal Parasitosis | 44.94% |
| Babesiosis | 21.60% | | |
| Gastrointestinal Parasitosis | 35.48% | | |

For this year the diseases targeted by the LCV investigation are as follows

- Contagious Bovine Pleuropneumonia (CBPP)
- Pasteurellosis in cattle, sheep, and goats
- Peste des Petits Ruminants (PPR)
- Contagious Caprine Pleuropneumonia (CCPP)
- Rift Valley Fever (RVF)
- Foot-and-Mouth Disease (FMD)
- Parasitosis (haemoparasites, gastrointestinal parasites)

The report of this study will be available in the fourth quarter.

CAPACITY BUILDING OF SVPPs

L4G continued to raise awareness among POs about animal health in relation to vaccination and deworming. The local veterinary services (, supported by the AE, continue their vaccination and deworming campaigns in the different communes of Diré and Niafunké Cercles.

OUTCOMES:

20 POs often express concern regarding the lack of veterinarians and qualified auxiliary vets to provide animal services and noted an increase in animal death rate. L4G will facilitate a meeting with PO's, vets, and local DNSV to discuss the situation and develop possible solutions.



PHOTO 1: VACCINATION OF SMALL RUMINANTS BY THE AUXILIARY VET BOUREM SIDI AMAR IN THE VILLAGE HARA-HARA II

TASK 1.1.2 DEVELOP AND DISSEMINATE MESSAGES ABOUT GOOD LIVESTOCK MANAGEMENT PRACTICES AND ISSUES**IMPROVING EXTENSION AND ADVISORY SERVICES**

During this quarter, L4G partnered with six local radio stations to broadcast messages on good fattening (Kantiguiya, Seno, Orona, Bogrinberu, Kanda, and Kounari) in the Mopti region. These broadcasts were made in five local languages.

TASK 1.1.3 IMPROVE LIVESTOCK FORAGE AND ANIMAL FEED PRODUCTION AND SUPPLY**PROMOTING IMPROVED FORAGE TECHNOLOGIES**

During the quarter under review, L4G continued to train production of multi-nutritional licking blocks and technique for making straw with urea. Please see the below Table 8 for details:

Table 8: L4G/IRI Training on production of Multi-Nutritional Licking Blocks and techniques for making straw with urea.

| Training topics | Number of Clients Trained | Communes Trained | Cercles Trained |
|--|--------------------------------|---|------------------|
| Production of multi-nutritional licking blocks | Men 16 Women : 14 | Fakala, Madiama, Dandougou | Djénne |
| | Men: 25 Women : 43 | Sio, Diallassagou, Dimbal and Bankass | Bankass |
| | Men : 31 Women : 15 | Tonka , Kaneye | Goundam |
| | Men : 18 Women : 12 | Bourem sidi Amar, Arham, Tindirma | Diré |
| | Women : 10 | Soboundou | Niafunké |
| Technique for making straw with urea | Men: 37 Women : 65 | Segue, Kani-Bonzon, Lessagou, Youdiou, Barapireli, Dimbal and Bankass | Koro and Bankass |
| Total | Men: 127 Women: 169 | 18 | 06 |

In the region of Timbuktu 86 endogenous trainers have just been trained in the technique of manufacturing multi-nutrient licking blocks in our intervention cercles:

- 31 men and 15 women in Goundam cercle,
- 18 men and 12 women in Diré cercle, and
- 10 women in Niafunké cercle.

During these sessions, the different stages of manufacturing were explained to the participants. The evaluation of the sessions showed that all the participants were able to return their acquired skills from the other beneficiaries in their respective zones.



PHOTOS 2, 3, 4, and 5: PRODUCTION DES BLOCS A LECHER LORS DE LA FORMATION DANS LA COMMUNE DE TONKA ET DANS LE CERCLE DE DIRE- AMRAD JUIN 2018

OUTCOMES:

- 184 producers trained on Production of multi-nutritional licking blocks in Bankass, Djenné, Koro, Diré, Goundam and Niafunké Cercles
- 102 producers trained on techniques for making straw with urea in Bankass and Koro circles
- 45% of the trained producers are under 35 years of age and the remaining 55% were older than 35 years of age.

NEXT STEPS:

- Organization of restitution sessions with other beneficiaries of the project in the Timbuktu area.
- Continue the demonstration of the manufacturing and use of lick block and the demonstration of urea straw treatment during FFS sessions.
- Continue the dissemination of awareness messages on the importance of BLMN in ruminant feed at the level of local radio stations.
- Continue building linkages between the fatteners and the companies that produce the livestock feed as well as the fodder banks.
- Continue data collection on the production and marketing of lick blocks.

MULTI-NUTRITIONAL LICKING BLOCKS

During the quarter under review, L4G continued to train and sensitize clients on the nutritional value and economic benefits of producing MNLBs for their animals. Accordingly, 36 PO's produced 2,588 kg of MNLBs. Of these, 2,343 kg of MNLBs were sold for an estimated value of 1,647,500 CFA, or 3,295 USD. For further details, please, refer to Table 9 below.

Table 9: FY2018 Quarter 3 Multi-Nutritional Licking Block Sales

| Cercles & Region | Number of POs | Quantity of MNLBs produced (kg) | Quantity of MNLBs sold (kg) | Value in FCFA |
|------------------|---------------|---------------------------------|-----------------------------|------------------|
| Bandiagara | 06 | 689 | 629 | 285,750 |
| Bankass | 15 | 1,003 | 983 | 964,500 |
| Djenné | 04 | 215 | 128 | 94,000 |
| Koro | 11 | 681 | 603 | 303,250 |
| Total | 36 | 2,588 | 2,343 | 1,647,500 |

L4G will continue to:

- Sensitizing the PO's as well as organizing practical demonstrations on the MNLB production technique during the FFS (Farmers' Field School) trainings;
- Support marketing and community awareness activities – including radio broadcasting- on the value/benefits of MNLBs; and
- Link fatteners and animal feed suppliers and do the same between the fatteners and fodder bank producers.

FARMER FIELD SCHOOLS

To provide a healthy and balanced diet to animals, L4G continues to train its fatteners through a total of 33 fattening FFS sites (23 sites in the Mopti region and 10 sites in the Timbuktu region). During the quarter under review, 25 FFS sites became fully operational (2 in Bandiagara, 4 in Koro, 3 in Djenné, 12 in Bankass, 2 in Mopti, and 2 in Diré). The required animal and training materials were provided by L4G for demonstration purposes. The PO's have begun sheep fattening training in anticipation of upcoming Tabaski, a holiday whereby at least one sheep is slaughtered per family; hence, a unique opportunity for our PO's to sell their products. The training topics include the following:

- Animal health care practices
- Fodder harvest and conservation techniques
- Production of multi-nutritional licking blocks (MNLBs)

L4G evaluates the progress of animal fattening methods using zoometric tapes – weekly L4G teaches fatteners how to measure the progress of the animal's weight gains by measuring instead of just visually observing. Prophylactic guidance was also given during the FFS trainings in order to enable PO's to adopt proper preventive vaccinations against certain diseases, such as pasteurellosis, symptomatic anthrax, parasitic diseases, and anti-biotherapy.

Other themes are also discussed including building hangar and fattening enclosures; rehabilitation of a storage warehouse, infrastructure, and equipment for a fattening workshop; financial and economic management of a fattening workshop; and financial education



PHOTO 6: MEASURING OF FEED RATIIONS FOR THE ANIMALS IN TATIA NOUNA DJENNE CERCLE (BOUBACAR KONE) MAY, 11TH 2018



PHOTO 7: SHEEP FFS FEEDLOT AT TATIA NOUNA, DJENNE CERCLE (BOUBACAR KONE) MAY, 11TH 2018



PHOTO 8: ESTIMATING THE ANIMAL WEIGHT WITH A ZOOMETRIC TAPE IN MAY 31TH 2018 BAMBARAWELL, 2018 IN DJENNE CERCLE (BOUBACAR KONÉ)



PHOTO 9: PRODUCTION OF MNLBS IN TATIA NOUNA, MAY, 30TH 2018 IN DJENNE CERCLE (BOUBACAR KONÉ)

Table 11. Status of FFS sheep in Djenne, Mopti, Bankass, Bandiagara, Koro and Dire

| CERCLE | COMMUNE | VILLAGE | PO lead and host | OPERATIONAL STATUS |
|------------|------------------|------------------|--|--------------------|
| Djenné | Fakala | Bambarawel | Kobo | Operational |
| | Madiama | Tatia Nouna | Benkadi | Operational |
| | Dandougou F | Konio | Ass. Kaoural | Operational |
| Mopti | Sio | Somadougou | Sté. Coop. des emboucheurs | Operational |
| | Socoura | Diondori | Anialobo | Operational |
| Bankass | Bankass | Tagnanaboye | Amaguan | Operational |
| | Kani-Bonzon | Ende Toro | Yérin (femme) | Operational |
| | Dimbal- Habbè | Dimbal | Tamadiouga | Operational |
| | Ségué | Doundé | Boguïn Djiriyana | Operational |
| | Lèssagou-Habbè | Bassagou Kanda | Sté coop Nadiougama | Operational |
| | Diallassagou | Diallaye | Société Coopérative DJIGUISEME | Operational |
| | Soubala | Niondé Seydou | Association BADJINAN ALA TON | Operational |
| | Koulogo-Habbè | Koulogo | Sabougnouma | Operational |
| | Baye | Baye | Dembagnouma | Operational |
| | Ouenkoro | Ouenkoro | Fasso kanou | Operational |
| | Sokoura | Wori Marka | Djiriyama | Operational |
| | Sokoura | Yira | Sabougnouma | Operational |
| Bandiagara | Dandoli | Sibi sibi | Kondogoi Bélimanga | Operational |
| | Dourou | Dourou | Association "Yakènè" | Operational |
| Koro | Koporo-Na | Koporo-Na | Amakene, amakoko, Groupement des femmes | Operational |
| | Pel | Pel | Edjuko | Operational |
| | Youdiou | Ogodougou | Momiyana, Yakene, Degoubéré | Operational |
| | Barapireli | Ogotènè | Amassagou | Operational |
| Diré | Tindirma | N'Tessyt | Association des éleveurs | Operational |
| | Tindirma | Godjè | Individuel | Operational |
| | Bourem Sidi Amar | Bourem Sidi Amar | Farabango | |
| | Bourem Sidi Amar | Bourem Sidi Amar | | |
| | Arham | | | |
| | Soboundou | Sibonne | Kaoural | |
| | Soboundou | Andiam Ouro | Niré | |
| | Soboundou | Dabi | Fafadobeye Dabi | |
| | Kaneye | Ibrikass I | Coopérative des éleveurs de la commune de kaneye | |
| | Tonka | Tonka | Association des éleveurs bankani camp | |

Table 12: L4G (IRI) FFS Trainings

| CERCLE | COMMUNE | FFS SITES | Animaux de démonstration | | TRAINEES tRAINERS | | |
|--------------|------------------|------------------|--------------------------|-------------|-------------------|------------|------------|
| | | | # of Sheep | # of Cattle | Male | Female | Total |
| Total | | | 172 | 25 | 190 | 330 | 520 |
| Djenné | Fakala | Bambarawel | 5 | | 5 | 5 | 10 |
| Djenné | Madiama | Tatia Nouna | 5 | | 10 | 0 | 10 |
| Djenné | Dandougou F | Konio | 5 | | 1 | 9 | 10 |
| Mopti | Sio | Somadougou | 5 | | 7 | 3 | 10 |
| Mopti | Socoura | Diondiori | 5 | | 9 | 1 | 10 |
| Bankass | Bankass | Tagnanaboie | 5 | | 2 | 8 | 10 |
| Bankass | Kani-Bonzon | Ende Toro | 5 | | 6 | 4 | 10 |
| Bankass | Diallassagou | Diallaye | 5 | | 0 | 10 | 10 |
| Bankass | Lèssagou habbè | Bassagou Kanda | 5 | | 3 | 7 | 10 |
| Bankass | Soubala | Niondé Seydou | 5 | | 4 | 6 | 10 |
| Bankass | koulogo | Koulogo | 5 | | 3 | 7 | 10 |
| Bankass | Baye | Baye | 5 | | 3 | 7 | 10 |
| Bankass | Ségué | Doundé | 5 | | 10 | 0 | 10 |
| Bankass | ouenkoro | Ouenkoro | 5 | | 0 | 10 | 10 |
| Bankass | Sokoura | Yira | 5 | | 0 | 10 | 10 |
| Bankass | dimbal habbè | Dimbal | 5 | | 6 | 4 | 10 |
| Bankass | Sokoura | Wori Marka | 5 | | 0 | 10 | 10 |
| Koro | Koporo Kendie Na | Koporona | 10 | | 0 | 20 | 20 |
| Koro | Pel Mahoundè | Pel | 13 | | 0 | 20 | 20 |
| koro | Barapiireli | Ogotèna | 13 | | 1 | 19 | 20 |
| koro | Youdiou | Ogodengou | 16 | | 3 | 17 | 20 |
| Bandiagara | Dandoli | Sibi sibi | 5 | | 3 | 7 | 10 |
| Bandiagara | Dourou | Dourou | 5 | | 4 | 6 | 10 |
| Diré | Bouren Sidi Amar | Bourem Sidi Amar | 0 | 5 | 20 | 5 | 25 |
| Diré | Arham | Diawatou | 0 | 5 | 0 | 25 | 25 |
| Diré | Tindirma | Teyssit | 5 | | 25 | | 25 |
| Diré | Tindirma | Godje | 0 | 5 | 15 | 10 | 25 |
| Diré | Bourem Sidi Amar | Bourem Sidi Amar | 5 | 0 | 0 | 25 | 25 |
| Goundam | Tonka | Tonka | 0 | 5 | 15 | 10 | 25 |
| Goundam | Kanneye | Ibrakass I | 5 | 0 | 15 | 10 | 25 |
| Niafunké | Soboundou | Sibonne | 5 | 0 | 0 | 25 | 25 |
| Niafunké | Soboundou | Andiam Ouro | 0 | 5 | 5 | 20 | 25 |
| Niafunké | Soboundou | Dabi | 5 | 0 | 15 | 10 | 25 |

OUTCOMES:

- 520 producers are being trained, including 190 men and 330 women, through 33 FFS for sheep and cattle fattening in all L4G areas. 34% of participants trained during the FFS were younger than 35 years of age (youth emphasis).

NEXT STEPS:

- Link the FFS sites in Gnimitongo and Soufroulaye to facilitate the supply of livestock to LAHAM.
- Initiate the FFS cattle fattening activities with the cooperative *Society Nana Agri* in Mopti.

SEED DISTRIBUTION

Seed redistribution started in Bankass and Djenné during the month of June and will continue until the end of the planting season. In total, 1,445 kg of seeds of all varieties combined, which are being redistributed in the two areas.

TASK 1.2.2 IMPROVE ACCESS TO ANIMAL NON-HEALTH INPUTS, FACILITIES, AND ADVISORY SERVICES

During the quarter under review, 10 PO's from Mopti and Timbuktu Regions sold 176,758 kg of fodder for an estimated value of 24,527,400 CFA or 49,055 USD. This is equivalent to about \$4,906 USD per PO, which is considerable as this could serve to secure the other feed ingredients required for the fattening purposes. For further details, please refer to Table 13 below.

Table 13: FY2018 Quarter 3 fodder and corresponding value of sales

| Cercles & Region | Number of PO's | Fodder produced (kg) | Quantity sold (kg) | Value of sales in FCFA |
|------------------|----------------|----------------------|--------------------|------------------------|
| Djenne | 03 | 1,828 | 898 | 269,400 |
| Goundam | 02 | 346,200 | 93,210 | 23,604,250 |
| Koro | 05 | 82,870 | 82,650 | 653,750 |
| Total | 10 | 430,898 | 176,758 | 24,527,400 |

NEXT STEPS:

- Facilitate linkages between fodder producers and fatteners
- Monitor upcoming trade of fodder by the PO's
- Encourage PO's to consider using larger plots for fodder production
- Monitor planting of plots with dual purpose seeds

TASK 1.2.3 IMPROVE ACCESS TO FINANCE AND BUSINESS DEVELOPMENT SERVICES

There is an ongoing effort by L4G to facilitate working linkages between the POs and MFIs

- In Koro, for instance, efforts are underway to facilitate the access to a loan by Doumno Kènè from Souan (PO) with the first Koro MFI branch.
- In Mopti, a linkage between MFI Neyral Nef and Sossolitala from Soufroulaye PO has been established.
- Also in Mopti, L4G is supporting Mandio and Somadougou PO's efforts to increase their financial capital by linking them with MFI Neyral Nef.

As a result, the following outcomes can be reported:

- The Sossolitala from Soufroulaye PO has obtained a loan worth 2 Million CFA, or \$4,000 USD
- Conditions for accessing the loans with the MFI have been clearly defined (e.g. opening an account, payment of taxes, participation in financial education trainings, etc.).
- These conditions have been shared with interested PO members.
- PO's interested in opening accounts will be assisted accordingly
- In Mopti Cercle, the fattening cooperative, Takoty, received a loan in the amount of 1,700,000 CFA from PAMF (First Microfinance Agency).

NEXT STEPS:

- Monitor POs' management of funds for effective fattening activities.
- Follow up on the linking of POs with financial services.
- Monitor the management of funds destined for fattening activities.
- Continue with facilitation of linkages between the MFIs and POs.

- Monitor the opening of accounts by POs at Nayral Nef MFI.
- Encourage POs to undertake financial transactions (deposits and withdrawals) using their accounts.
- Monitor the situation of quarterly tax payments (AGIOs).
- Assist POs in participating in financial education training.
- Assist POs with their applications for loans.

I.3 IMPROVED PASTURELAND AND WATER RESOURCES MANAGEMENT

TASK 1.3.1 ASSIST PASTORALISTS AND LIVESTOCK FARMERS TO IMPROVE WATER POINTS FOR LIVESTOCK AND IN STRATEGIC PLANNING FOR THE REALIZATION OF NEW WATER POINTS

LIVESTOCK INFRASTRUCTURE REHABILITATION

During this quarter, AMRAD/L4G organized a workshop for livestock value chain actors concerned with pastoral infrastructure in Timbuktu (Dire, Goundam and Niafunke) to:

- identify and discuss the condition of livestock related infrastructure including water points, pastureland, transhumance corridors, vaccination parks, and livestock markets
- mobilize key actors with an objective to make these activities successful and bring about improved access to water for livestock in order to improve business for herders and traders
- encourage actors to contribute to increasing productivity, livestock marketing, investment, job creation, and individual incomes from livestock infrastructure rehabilitation initiatives; and
- discuss how to promote infrastructure sustainability

This workshop brought together public and private stakeholders in the livestock sector, notably: chairman of the Cercle council of Diré, head of production and animal industry (SLPIA) of the Cercle, Chief of Hydraulic Services of the Cercle, Chief of veterinary services of the Cercle, PO Presidents, Mayors, Traders, Chief Cattle Herders (1 per L4G commune), managers of livestock markets (the most important strategic markets), and local radio hosts. The photo's below show participants at the event.



PHOTO 10: TIMBUKTU WORKSHOP PLENARY MEETING

PHOTO 11: TIMBUKTU WORKSHOP GROUP COLLABORATIONS

Participants outlined strategic pastoral infrastructures that need rehabilitation and identified additional improvements and investments needed to improve access to markets, grazing lands, and water for livestock consumption. Table 14 below outlines the results of the workshop.

Table 14: Synthesis of infrastructures needed in Timbuktu

| CERCLE | COMMUNE | VILLAGE | DESIGNATION | CONSTRUCTION/REHABILITATION |
|---------|------------------|------------------|---|---|
| Goundam | Kaneye | Ibrikass 1 | Pasture areas (Tebangou) | Execution of well |
| | | Kel Haoussa 4 | Pasture areas (Dire) | Execution of well |
| | | Kaneye | Pasture areas (Bella Kaka) | Execution of well |
| | | Ibrikass 1 | Vaccination parks | Execution of well |
| | | Ibrikass 2 | Vaccination parks | Execution of well |
| | Tonka | Echel | Corridor | Rehabilitation of corridor and construction of pastoral wells |
| | | Assobole | Corridor | Rehabilitation of corridor and construction of pastoral wells |
| | | Karango | Pond of Gangasiferi | Rehabilitation of water point |
| | | Atta | Grazing areas Tingamoro | Rehabilitation of water point |
| | | Tonka | Livestock market | Market rehabilitation and construction of a well |
| | | Echel | Livestock market | Market rehabilitation and construction of a well |
| Diré | Bourem Sidi Amar | Bourem Sidi Amar | Corridor (Farbatchiri-Koibara-Gaganiberi-Douta) | Planning |
| | | Tchkawal | Pastoral well | execution |
| | | Kobé | Pastoral well | execution |
| | | Bourem Sidi Amar | Pastoral pond (Galssa) | Planning aménagement |
| | | Horogoungou | Pastoral pond (Farabongo) | Planning |
| | | Bourem S A | Vaccination parks | Construction of water point and park rehabilitation |
| | | Hara Hara2 | Vaccination parks | Construction of water point and park rehabilitation |
| | | Bourem S A | Livestock market | Execution and water point |
| | | Horogoungou | Vaccination parks | Constructionof water point |
| | Tindirma | Tindirma | Corridor (Tchelougawel-Djindiné) | planning |
| | | Kounta | Pastoral well | Execution |
| | | Tinbibi | Pastoral well | Execution |
| | | Goibanga | Pastoral pond Goibanga | Planning |
| | | Dongo | Pastoral pond Dongokaima | Planning |
| | | Lessodji | Vaccination parks | Construction |

| CERCLE | COMMUNE | VILLAGE | DESIGNATION | CONSTRUCTION/REHABILITATION | |
|----------|-----------|------------------|---------------------------------------|--|--|
| | Arham | Tidirma | Livestock market | Rehabilitation and water point | |
| | | Arham | Corridor (Oumaidigassou-Tchitchihaye) | planning and construction of pastoral well | |
| | | Arham | Corridor (Doura-Gaganiberi et Douta) | Planning and construction of pastoral wells | |
| | | Morikoira | Pastoral well | Execution | |
| | | Imagrane | Pastoral well | execution | |
| | | Tchitchihaye | Marre pastorale of Tchitchihaye | planning | |
| | | Arham | Vaccination parks | Construction of parks and water points | |
| Niafouké | Soboundou | Nounou | Pastoral well | Construction | |
| | | Korientzé | Pastoral well | Construction | |
| | | Bagné Tièba | Pastoral well | Construction | |
| | | Koiratago | Pastoral well | Construction | |
| | | Dabi | Drilling | Construction | All existing wells are for humans |
| | | Arabébé | Marre pastorale (6 village) | deepening | The tide is invaded by sand so the water does not stay long enough |
| | | Sibonné | Vaccination parks | Construction | |
| | | Soboundou | Livestock market | Construction of a well | The market has no source of water |
| | | Arabébé - Dabi | Pistes pastorales | Crossings and construction of pastoral wells | |
| | | Korientzé-N'goro | Pistes pastorales | Crossings and construction of pastoral wells | |
| | | Arabébé | Vaccination parks | Construction of well | The park has no water source |
| | | Andiam Ouro | Vaccination parks | Construction of well | |
| | | Sibonné | Grazing area | Planning and construction of pastoral wells | The area is frequented by more than seven villages |
| | | Niodougou | Marre pastorale | Planning and construction of pastoral wells | The marre dries up fast |

BANKASS AND KORO MARKET REHABILITATION

L4G was waiting on USAID's approval of the environmental forms to complete a photovoltaic solar pump installation for market rehabilitated in Bankass and Koro. Once approval is received, L4G will complete market renovations in Bankass and Koro.

TASKS 1.4.2 IMPROVE NUTRITION AND HYGIENE AT THE COMMUNITY LEVEL

MESSAGE DISSEMINATION

L4G began broadcasting program messages at six local radio stations in the Mopti region, including Orona radio from Koro, radio Beru Koporona, Baye's Kantiguiya Radio, Bankass Seno Radio, Bandiagara's Kanda Radio, and Mopti's Kounary Radio.

Messages were broadcasted in local languages and focused on fattening techniques and forage production. In Niafunke, L4G clients noted that they primarily listen to Issaber Radio of Niafunké, thus, L4G met with Issaber's station managers to discuss future collaboration between L4G and the station to broadcast livestock related messages in the Sonrhäï, Fulani, and Bambara languages.

L4G has also begun to develop financial literacy messages for radio dissemination and will work to roll out those messages.

NEXT STEPS:

- Reassemble the village listening committees that were set up to evaluate and provide input on our radio dissemination messages.
- Follow the diffusion of the broadcasts.
- Finalize the messages for diffusion concerning financial education, fattening techniques, and forage production.
- Begin collaborating with Issaber Radio in Niafunke.

TRAINING ON BASIC NUTRITIONAL PRACTICES AND HYGIENE TECHNIQUES ACTIVITIES:

During this quarter, L4G held training on hygiene and nutrition for leaders of POs in the Timbuktu region (Dire, Goundam and Niafunke) that was facilitated by the L4G Nutrition Officer, with the support of the Nutrition Support Physician of the Niafunké and Dire Health District. In total, 1,504 people participated, including 931 women. See Table 10 below for details.

Table 10: Training on AEN/AEH

| Training topics | Number of Clients Trained | Communes Trained | Cercles Trained |
|--|---------------------------|--|-----------------|
| Essential actions in hygiene and nutrition | Men: 573 Women : 931 | Bourem Sidi Amar, Soboundou, Arham, Kaneye, Tindirma, Tonka, | Tinbkuctu |
| Total | 1,503 | 06 | 01 |

This training generated much enthusiasm among program clients in this area, as they had not yet benefited from the program's capacity building activities. The training consisted of a slide presentation, brainstorming session, question and answer session, and a practical session on the use of the hand washing device called "Tippy-Tap". See below some demonstrations in Photos 12 and Photos 13.



PHOTOS 12: POST-TRAINING GROUP OF NIAFUNKE PO MEMBERS TRAINED ON NEA / AEH (LEFT) WITH DEMONSTRATIONS WITH TIPPY-TAP (2 ON RIGHT).



PHOTOS 13: CEREMONIE D'OUVERTURE DE LA FORMATION SUR LES AEN/AEH PAR LE MEDECIN CHEF DU CSREF DE DIRE (A GAUCHE LE 25/04/18) ET FACILITATION DE LA FORMATION PAR LE SPECIALISTE NUTRITION DU PROGRAMME (AU MILIEU, LE 26/04/18) ET PHOTOS DES PARTICIPANTS A LA SESSION DE FORMATION SUR LES AEN/AEH A DIRE (LE 27/04/18).

NEXT STEPS:

- Follow up on the execution of cascade trainings in participants' respective communities in Niafunke
- Follow up on the implementation of topics presented in the trainings
- Follow up on data collection (indicators)

COMPONENT II.INCREASED DOMESTIC AND EXPORT TRADE

2.1 STRENGTHENED MARKET LINKAGES AND ACCESS

TASK 2.1.3 IMPROVE PRODUCER CAPACITY TO IDENTIFY AND ACHIEVE MARKET REQUIREMENTS

ANIMALS PURCHASED FOR FATTENING

L4G conducted awareness-raising to enable both the producers and fatteners to do a regular off-taking of their flocks as a way of maintaining a regular revenue for themselves while promoting a sustainable growth of their livestock undertakings as a business.

OUTCOMES:

As a result, 4,751 animals comprising of 852 cattle, 2,682 sheep, and 1,217 goats were purchased by 196 PO's and 64 individuals for livestock fattening as a business. These animals were fattened in Bankass, Bandiagara, Mopti, Diré, Djenné, Koro, Goundam, and Nianfunké. Table's 15, 16 and 17 below provide further details on this transaction.

Table 15: Purchased cattle heads by PO's and individuals for fattening during the period.

| CERCLES | COMMUNES | No. of PO's | # Members per sex | | Heads of animals purchased | Average purchase price in CFAF |
|--------------|------------------|---------------------------------|-------------------|------------|----------------------------|--------------------------------|
| | | | Male | Female | | |
| Bankass | Baye | 01 | 03 | 00 | 10 | 247,000 |
| | Baye | 01 Individual | 01 | 00 | 47 | 238,383 |
| | Dimbal | 04 | 06 | 66 | 21 | 171,310 |
| | Diallassagou | 01 | 04 | 00 | 04 | 137500 |
| Bandiagara | Dandoli | 07 | 55 | 00 | 118 | 92092 |
| Diré | Bourem Sidi Amar | 01 | 00 | 01 | 03 | 158333 |
| | Bourem Sidi Amar | 05 Individuals | 05 | 55 | 10 | 109000 |
| | Tindirma | 03 Individuals | 03 | 00 | 11 | 155909 |
| Djenné | Dandougou Fakala | 01 | 09 | 00 | 266 | 212771 |
| | Fakala | 03 | 06 | 00 | 34 | 214765 |
| | Madiama | 01 | 01 | 00 | 12 | 134167 |
| | Madiama | 01 Individual | 01 | 00 | 40 | 120625 |
| Goundam | Kaneye | 01 | 01 | 00 | 01 | 140000 |
| | Tonka | 05 | 07 | 00 | 59 | 150424 |
| | Tonka | 04 Individuals | 04 | 00 | 40 | 160625 |
| Koro | Koporo-Pen | 02 | 05 | 00 | 08 | 147500 |
| | Koporo-Na | 01 | 01 | 00 | 02 | 145000 |
| Mopti | Sio | 05 | 11 | 07 | 41 | 183537 |
| | Socoura | 08 | 18 | 05 | 121 | 144959 |
| Niafunké | Soboundou | 03 Individuals | 03 | 00 | 04 | 100000 |
| Total | | 41 Po and 17 individuals | 144 | 134 | 852 | |

Table 16: Purchased sheeps heads by PO's and individuals for fattening during the period.

| CERCLES | COMMUNES | No. of PO's | # Members per sex | | Heads of animals purchased | Average purchase price in CFAF |
|------------|--------------|-------------|-------------------|--------|----------------------------|--------------------------------|
| | | | Male | Female | | |
| Bankass | Bankass | 01 | 00 | 06 | 06 | 44500 |
| | Baye | 04 | 09 | 12 | 23 | 60739 |
| | Diallassagou | 03 | 03 | 12 | 20 | 44525 |
| | Dimbal | 04 | 02 | 27 | 37 | 35946 |
| | Kani-Bonzon | 03 | 03 | 39 | 71 | 30324 |
| | Koulogon | 05 | 02 | 23 | 33 | 40500 |
| | Lessagou | 02 | 00 | 07 | 07 | 37929 |
| | Ouenkoro | 20 | 00 | 82 | 135 | 48710 |
| | Sokoura | 07 | 00 | 41 | 91 | 49015 |
| | Tori | 03 | 00 | 10 | 20 | 48850 |
| Bandiagara | Dandoli | 13 | 33 | 82 | 156 | 33033 |

| CERCLES | COMMUNES | No. of PO's | # Members per sex | | Heads of animals purchased | Average purchase price in CFAF |
|--------------|------------------|----------------------------------|-------------------|------------|----------------------------|--------------------------------|
| | | | Male | Female | | |
| Djenné | Dourou | 10 | 34 | 62 | 186 | 36246 |
| | Fakala | 07 | 02 | 09 | 37 | 62622 |
| | Madiama | 08 | 05 | 02 | 33 | 52591 |
| Diré | Arham | 01 | 00 | 01 | 05 | 32000 |
| | Bourem Sidi Amar | 02 | 00 | 02 | 12 | 42917 |
| | Bourem Sidi Amar | 03 Individuals | 03 | 00 | 25 | 34200 |
| | Tindirma | 04 | 04 | 00 | 141 | 27950 |
| | Tindirma | 03 Individuals | 03 | 00 | 42 | 48619 |
| Goundam | Kaneye | 01 | 05 | 00 | 113 | 32040 |
| | Tonka | 07 | 21 | 00 | 620 | 32771 |
| | Tonka | 10 Individuals | 10 | 00 | 380 | 33462 |
| Koro | Barapireli | 04 | 01 | 22 | 34 | 36191 |
| | Bondo | 02 | 03 | 04 | 10 | 18400 |
| | Dougoutène I | 03 | 14 | 11 | 33 | 24379 |
| | Dougoutène II | 01 | 15 | 04 | 21 | 33643 |
| | Koro | 04 | 06 | 42 | 56 | 43661 |
| | Koporo-Pen | 01 | 05 | 04 | 22 | 34636 |
| | Koporo-Na | 05 | 26 | 28 | 121 | 28339 |
| | Pel Maoude | 01 | 00 | 10 | 10 | 49500 |
| | Youdiou | 07 | 14 | 57 | 96 | 31552 |
| Mopti | Sio | 06 | 14 | 04 | 36 | 39861 |
| | Socoura | 06 | 06 | 06 | 17 | 48235 |
| Niafunké | Soboundou | 28 Individuals | 04 | 24 | 33 | 37818 |
| Total | | 145 PO and 44 Individuals | 247 | 633 | 2682 | |

Table 17: Purchased goat heads by PO's and individuals for fattening during the period

| CERCLES | COMMUNES | No. of PO's | # Members per sex | | Heads of animals purchased | Average purchase price in CFAF |
|--------------|----------|---------------------------------|-------------------|-----------|----------------------------|--------------------------------|
| | | | Male | Female | | |
| Bandiagara | Dandoli | 02 | 02 | 01 | 04 | 14750 |
| Dire | Tindirma | 01 | 01 | 00 | 10 | 25100 |
| Goundam | Kaneye | 01 | 04 | 00 | 206 | 14621 |
| | Tonka | 06 | 13 | 00 | 944 | 15629 |
| | Tonka | 03 Individuals | 03 | 00 | 51 | 14078 |
| Koro | Koro | 01 | 00 | 02 | 02 | 32000 |
| Total | | 11 PO and 03 Individuals | 23 | 03 | 1217 | |

VALUE OF DOMESTIC SALES

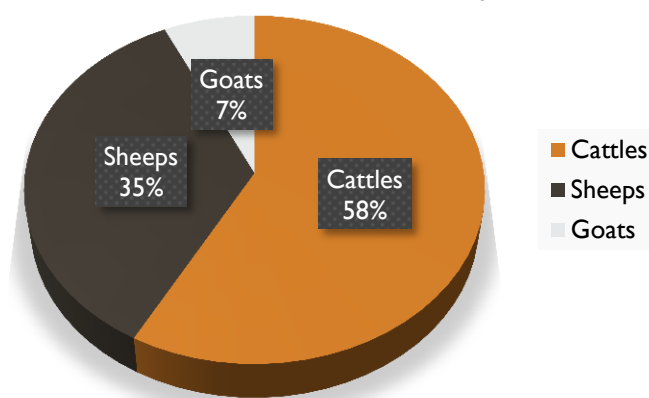
During the quarter under review, the total value of the animals sold to domestic markets from all Cercles (Bandiagara, Diré, Djenné, Bankass, Goundam, Koro, Niafunké, and Mopti) was estimated at 303,881,700 CFA or 607,763 USD. Per animal type, the sales from cattle represented 55%; 38% from sheep; and 7% from goats. For further details, please, refer to Table 18 below and a graphic immediately following.

Table 18: Records of cattle, sheep, and goats sold to domestic markets as of June 15th, 2018

| Livestock sold | Circles & Region | No. of peoples | Number of POs | Animal heads sold | Value in FCFA | % share per Circle |
|----------------|------------------|----------------|----------------------------------|-------------------|--------------------|--------------------|
| Cattle | Bandiagara | 73 | 11 | 84 | 14,991,000 | 5% |
| | Bankass | 14 | 06 | 74 | 19,752,000 | 7% |
| | Diré | 09 | 01 | 05 | 1,075,000 | 0% |
| | Djenné | 17 | 09 | 305 | 80,125,000 | 26% |
| | Goundam | 12 | 06 | 92 | 16,030,000 | 5% |
| | Koro | 22 | 08 | 29 | 9,510,000 | 3% |
| | Mopti | 41 | 11 | 151 | 33,625,000 | 11% |
| | Niafunké | 03 | 03 Individuals | 03 | 555,000 | 0% |
| Sheep | Bandiagara | 87 | 11 | 124 | 11,283,000 | 4% |
| | Bankass | 224 | 42 | 353 | 27,952,000 | 9% |
| | Djenné | 06 | 03 | 25 | 1,762,000 | 1% |
| | Goundam | 36 | 08 | 1098 | 39,176,250 | 13% |
| | Koro | 200 | 27 | 290 | 22,320,000 | 7% |
| | Mopti | 30 | 12 | 53 | 3,896,450 | 1% |
| | Niafunké | 03 | 03 Individuals | 03 | 177,500 | 0% |
| Goats | Goundam | 20 | 07 | 1201 | 21,441,500 | 7% |
| | Koro | 02 | 02 | 05 | 160,000 | 0% |
| Total | | 799 | 164 PO and 06 Individuals | 3,895 | 303,831,700 | |

Graphic 1: percentage of sale of animals by species

% OF ANIMALS SOLD DURING THIS QUARTER



VALUE OF EXPORT SALES

The values corresponding to the export sales are summarized in Table 19 below. The exporting value for cattle in Bankass and Dire circles combined was 129,299,000 FCFA or approximately 258,598 USD. The export value for 376 heads of cattle exported by 17 L4G clients shows a significant increase compared to the two previous quarters.

Table 19: Value of Exports of Cattle from L4G Zones (Bankass and Dire)

| Cercles | No. of peoples | Species | Heads of animals purchased | Purchase Amount (CFA) | Heads of animals sold | Sold Amount (CFA) | Destination |
|--------------|----------------|---------|----------------------------|-----------------------|-----------------------|--------------------|-------------|
| Bankass | 16 | Cattle | 326 | 81,930,500 | 326 | 111,799,000 | Ivory Coast |
| Dire | 01 | Cattle | 50 | 11,875,000 | 50 | 17,500,000 | Ivory Coast |
| Total | 17 | | 376 | 93,805,500 | 376 | 129,299,000 | |

TASK 2.1.4 LINKAGES AND IMPROVED ACCESS TO FINANCIAL SERVICES

BANK

BNDA has been approached to provide a loan of 25,000,000 FCFA to the Koro Fatteners Network. A meeting was held with the Director of BNDA Sévaré Agency. The contract signed with LAHAM and 01 title deed will serve as a guarantee. BNDA has analyzed the application and finds it interesting and potentially worth pursuing. The security situation in Mali has made BNDA reluctant to finance the loan. Discussions are still ongoing to assuage BNDA's concerns. Several steps have been planned:

- Reduce the amount to 5,000,000 FCFA (Planned for the purchase of food, and veterinary care)
- Discuss with BNDA Head Office in Bandiagara to explain the relevance of the application
- Have LAHAM sign an agreement to pay BNDA directly for livestock procured from the fatteners' Network
- Follow up on applications of five POs in Koro, Bankass, Mopti and Djenné Cercles that submitted applications for USADF funding. No submissions were accepted by USADF for funding in 2018 because the number of PO members was apparently not large enough. The Koro Network will be able to access this funding in November 2018 because the number of members will increase including the POs that compose it. The situation will therefore be better explained at the next submission.

MICROFINANCE INSTITUTION

In the past several months, L4G organized several encounters commonly referred to as "Café-Finance" in order to facilitate the access to loans by our clients. These encounters represent an appropriate forum where banks, MFIs, and the value chain actors can meet to discuss ways of working together. Because of this facilitation by L4G, seven PO's were able to successfully obtain a loan worth 10,755,750 CFA or \$21,511 USD with Nayral Nef MFI, RMCR and Soroyiriwaso. For further details, please, refer to Table 20 below.

Table 20: Loans secured by L4G POs with local MFIs

| Type of loans | Sources of loans | No. PO clients | Amount of loans received in CFA |
|----------------------------|------------------|----------------|---------------------------------|
| Cattle and sheep fattening | NAYRAL NEF | 01 | 2,000,000 |
| | RMCR | 04 | 7,425,000 |
| | Soroyiriwaso | 02 | 1,330,750 |
| Total | | 07 | 10,755,750 |

VILLAGE SAVINGS AND LOAN

As internal loans are becoming scarce, nothing in this regard was reported during the quarter under review.

TASK 2.1.5 IMPROVE ACCESS TO FINANCIAL AND BUSINESS DEVELOPMENT SERVICES

ENTERPRISE DEVELOPMENT AND SUPPORT

As a part of the program's partnership strategy, L4G conducted SWOT analysis on our highest (16) performing PO's in Bankass, Djenne, Koro and Mopti Cercles. Based on the diagnostic, L4G and the PO's developed a joint action plan outlining the PO's progress to reaching their goals. The action plan also outlined the roles and responsibilities for both L4G and the PO and benchmarks for achievement.

Table 21: SWOT of PO's analyzed with their proposed action plans

| Cercles | Communes | PO's name | Villages | | | Report and PPT of results | Action plans |
|--------------|----------------|-----------------|-------------------|------------|------------|---------------------------------|-----------------|
| | | | | M | F | | |
| | Dougouténé I | Amono | Néma | 2 | 18 | Produced | Elaborated |
| | Dougouténé I | Amakéné | Néma | 20 | 0 | Produced | Elaborated |
| Koro | Dougouténé II | Mérébara | Salleh | 15 | 5 | Produced | Elaborated |
| | Koporo Pen | Minssingou | Don | 16 | 4 | Produced | Elaborated |
| Bankass | Koulogo Habbe | Merebara | Bogodou | 14 | 6 | Produced | Elaborated |
| | Soubala | Yanu Boguina | Niondé | 1 | 18 | Produced | Elaborated |
| | | Anaton | Seydou | | | | |
| | Baye | Benkadi dar dar | Baye | 2 | 18 | Produced | Elaborated |
| | | Benkadi | Oula | 0 | 19 | Produced | Elaborated |
| | Diallassagou | Benkadi | Diallaye | 0 | 20 | Produced | Elaborated |
| | | Sabougnouma | | | | | |
| | Lessagou Habbé | Nadjougama | Bassagou Kanda | 0 | 20 | Produced | Elaborated |
| Mopti | Sio | N'Gaden | Ségué | 14 | 8 | Produced | Elaborated |
| Djenne | Fakala | Kobo | Bambarawel | 24 | 3 | Produced | Elaborated |
| Total | | | | 108 | 139 | | |
| | | | | 247 | | | |

NEXT STEPS:

- Organize similar workshops for advanced PO's in Mopti and Koro
- Organize debriefing sessions on completed action plan
- Monitor the implementation of action plans with PO members



PHOTO 14: ADMINISTRATION OF SWOT QUESTIONNAIRE (MORIBA KONÉ)



PHOTO 15: ELABORATION OF ACTION PLAS (MORIBA KONÉ)

MARKETING AND PRIVATE SECTOR DEVELOPMENT TRAININGS

L4G has been in partnership discussions with Orange Telco around SUGU joint venture to disseminate commercial market data to L4G clients. Key areas for partnership include, integrating SUGU market data in its existing Senekela platform, and providing discounted access to L4G clients for accessing the LMIS. L4G anticipates finalizing negotiations in September and piloting data dissemination to clients in FY2019 Q1.

In addition, L4G facilitated a call with ILRI and VIA consulting to discuss migrating SUGU data to OMA's server in near real time. In September 2018 VIA will go to Mali to finalize arrangements with Orange. Lastly, L4G's LMIS enumerators continue to use SUGU to collect data at markets in Mopti. L4G is in the process of identifying additional enumerators to collect data at the markets in Timbuktu, which will allow all L4G markets to be included in SUGU.

2.2 DECREASED BARRIERS TO TRADE

TASK 2.2.1 LINK LIVESTOCK VALUE CHAIN STAKEHOLDERS TO THE NATIONAL AND SUB-REGIONAL POLICY DIALOGUE

During the quarter under review, Mali Justice and L4G undertook a joint field trip to Sikasso where Mali Justice has already established BPC (Bureaux de Plaidoyers Citoyens) or Civic Advocacy Bureau. BPC serves as an important forum where ordinary citizens can be informed about their rights and responsibilities before proceeding to meet with checkpoint authorities. Thanks to this visit, L4G is convinced that working with Mali Justice to establish similar advocacy offices in favor of its clients in the Mopti Region should contribute to easing out the movement of animals by the POs to the respective domestic and sub-regional markets for trade.

Also, L4G participated in an international conference organized in Bamako from May 9 to 11 at Azalai Salam Hotel on trade barriers by Borderless International, an affiliated organization to ECOWAS. One major objective of the conference was to highlight the imperative need by the ECOWAS member states to accept boosting our regional integration from its current state of 12% to 40% by 2030. This indeed would be necessary if our intra-regional community transportations and transactions are to become fluid and efficient for the private consumers. Three discussion panels were established and Abdou Yahouza, L4G DCOP, made a presentation and took part on the panel discussion that was entrusted to debate and exchange views on the following important theme: "Best practices in the management of corridors, including role of the private sector". (Please see below a couple of pictures from the conference)

The following recommendations were made by member states for consideration:

- Establish appropriate information and training centers for use by citizens at the borders
- Provide available and transparent information/data at the borders
- Undertake appropriate advocacy in order to reduce the transportation time for goods
- Reinforce the capacity of all actors along the corridors, including both users and managers
- Reinforce corridors with supplementary facilitation infrastructures
- Identify the role of each actor, including their involvement for the implementation of recommended actions
- Work with member states and private organizations in their efforts to implement the decisions taken collectively by the Governments
- Eliminate all barriers that are undermining both our regional transport and trade



PHOTO 16: THE L4G-DCOP DURING HIS PRESENTATION (FIRST SEATED, RIGHT) PHOTO 17: OFFICIALS DURING OPENING (US AMBASSADOR SEATED FAR LEFT), MAY 10TH 2018 IN BAMAKO (PICTURE: BOUBAKAR ZAN DIARRA)
MAY 10TH 2018 IN BAMAKO (PICTURE: BOUBAKAR ZAN DIARRA)

TASK 2.2.4 ENCOURAGE AND FACILITATE PRIVATE SECTOR ACTORS TO DEVELOP AND ADOPT INNOVATIVE APPROCHES TO MEET MARKET STANDARDS AND REQUIRMENTS

During this quarter under review, L4G met with LAHAM CEO Jamila Ben Baba on two occasions during the month of June to discuss ways to strengthen the linkages, helping PO's to access credit, inputs, and improvements to supply chain.

Specific discussions included:

- *LAHAM's Export Expansion:* LAHAM wants to penetrate new markets in Northern Africa and the Middle East. To do so, they will need to comply with international trade and sanitation standards (e.g., ISO22). L4G agreed to review the list of standard requirements needed and determine which standards can be incorporated into the program's training curriculum (this would likely require partnership with farmer to farmer experts and ILRI on some issues). In addition, we discussed LAHAM meeting with the Ministry of Livestock to inform them of this expansion and their partnership with L4G. POs will need to received MoLF certification in the standards, thus a very collaborative approach is needed.
- *PO's Financing Support:* LAHAM agreed to will provide firm orders to our PO's (starting with those in Koro with whom they have established a relationship)- the firm order will serve as collateral for the PO members when accessing?. In addition, we will ask LAHAM to participate in a joint meeting with the Bank of Africa to discuss the program and partnership in an attempt to help the Bank understand the sector more and encourage lending.
- *Transportation:* There is a need for reliable transportation to transport animals from Mopti to Kayes (location of LAHAM's slaughterhouse). Currently, POs often times spend several days transporting animals through various means which results in animal weight loss and health risks. Given this situation, we discussed how LAHAM could provide resources to secure reliable transportation.
- *Improved production techniques:* L4G informed LAHAM that the PO's have now been trained on how to use graduated ribbons to estimate the weight – L4G has provided ribbons to specific PO groups to help them better and more accurately measure the animal weight and measure progress of their fattening efforts.
- *Fatter Animals:* LAHAM would like to increase the minimal animal weight by approximately 16 percent: from 300 KG to 350 KG. In the coming quarter, L4G will facilitate meetings between LAHAM and PO's to discuss the increased weight. After those discussions, L4G will assist PO's in calculating animal feed formula and process to ensure animals can get up to the required weight in the same fattening period.

CROSS CUTTING

GENDER

During this quarter under review, the following activities were done:

Women's POs and Warehouse Receipts

During the quarterly meeting of the women's platform of Koro Cercle, we identified the POs linked with OHADA so they might be able to form a larger union of POs and be more effective in their ability to obtain financing and support through OHADA. Unfortunately, not all the groups who attended had been linked with OHADA. Following this census, 19 representatives of the POs made commitments to take formal steps to become linked with OHADA. Five of the 19 POs have been able to become linked with OHADA, as described in Table 22.

Table 22: Women Platforms that have obtained warehouse receipts

| Commune women | Village | PO Name | Name | | # of men |
|---------------|----------------|------------|---------------------|-----|----------|
| Barapireli | Sogou Yaguem | Meredimema | Djeneba Goro | 55 | 5 |
| Dougoutènè I | Guillassagou | Nadiouga | Fatouma Pagali Togo | 56 | 1 |
| pel maoude | Baragnogolé | Sindjère | Binta Sagara | 100 | 3 |
| | Anamoïla kanda | Sindjère | Ampido Togo | 60 | 1 |
| | Guindourou | Sindjère | Oumou Guindo | 107 | 3 |

Empowering workshop for African women

L4G's Gender and Youth Business Officer (Mariam Kane) and Private Sector Specialist (Ali Niangado) led a delegation of Malian women – four L4G clients- to participate in the African Women's Agriculture Conference that was helped in Morocco. Thanks to this opportunity, many women from around the world met to learn and share experiences with one another. Our women delegates have returned from Morocco fully equipped/satisfied and with the intent to immediately apply and share learned skills and knowledge with their L4G peers. L4G will continue to assist and monitor these women to help empower and unlock their entrepreneurial potential during the months ahead

Tabaski sales

L4G implementing partner ICD organized 04 debriefing sessions in Bandiagara, Bankass, Mopti and Djenné to discuss the 2017 Tabaski Sales. These debriefing sessions provided an opportunity to review the results of the study and plan for the 2018 Tabaski sales period. In November 2017, ICD conducted a study of 299 women to evaluate the utilization of revenues generated from the sales of their sheep during the 2017 Tabaski Festival.

The study revealed that clients sold 417 sheep for a total value of 30,994,500 CFA or \$61,989 USD for a fattening period varying from 8 to 12 months. This represents a gross margin of about 103,661 CFA or \$207 USD per person. The study indicated that 17 percent of revenues were being reinvested in the sheep fattening activities while the remaining 83 percent were allocated to family household expenses (e.g., food, education, clothing, health, etc.). The study suggested that animal fattening constitutes an important income generating activity and therefore a major lever for alleviating poverty among most women in our project intervention areas.

Based on the study and the platform action plans, L4G has worked with the Women Business Platforms to develop 2018 Tabaski Sales plan which included transitioning from a long fattening period to implementing a 120 days fattening period, group savings and lending, identifying credit needs, developing a plan for the number of animals to sale and profit target, and starting initial discussion on how to use profits (meaning re-investment into their businesses and covering household needs). Thus far, 82 platform members from Bankass, Bandiagara, and Koro Cercles have purchased 172 sheep to fatten and sell for Tabaski 2018.



PHOTOS 18: THE VARIOUS RESTITUTION SESSIONS OF THE STUDY IN BANKASS, KORO, DJENNÉ AND MOPTI IN MAY, 2018 (MARIAM KANE)

MONITORING AND EVALUATION

Key activities under M&E for this quarter included the following:

- The project health tool, relying on the IPTT, was drafted and will allow the team to keep visual track of our progress against our contractual goals.
- Monitoring of IPPT and PIRS with field agents from Bankass, Bandiagara, Diré, Koro, Goundam, Mopti, and Niafunké
- Refresher training of field agents (10) on AKVOFLOW
- The M&E team participated in the FY2018 Q3 workplan meetings
- Verified the formulas and questions within the Akvo FLOW application
- The M&E team supported writing weekly, monthly, and quarterly reports
- Operationalize AKVO
- Verified quality of data collected by field agents
- Work on simulations that would enable a realistic reduction of targets in response to the on-going insecurity and restrictive measures that have limited the movement of field agents

ENVIRONMENT

On June 5th, L4G Nutrition and Hygiene Specialist participated in the launching of 19th Edition of the Fortnight Advocacy sponsored by the Regional Office of Water and Forest Resources (DREF) and the Regional Office for the Monitoring and Mitigation of Environment Pollution and Disturbances (DRACPN) (with the support from USAID and UNICEF).

COLLABORATING WITH PARTNERS

- The 22nd meeting of USAID partners took place on April 10th at the Centre d'Animation Pédagogique de Sévaré (CAP) and was organized by the EESA project. Approximately 15 partners participated and L4G's Nutrition Specialist represented AECOM. Opportunities for synergy were discussed, as well as the region's security situation. The next meeting will take place July 10th at CRS's office in Sevaré.
- At the request of USAID, L4G organized a seminar where key actors involved in the Livestock Market Information Systems (LMIS) met and shared their respective knowledge and experience. Participants included SNV, the International Livestock Research Institute (ILRI), USAID, and the Observatoire des Marchés Agricoles (OMA). Based on the presentations made, it became clear that most of the existing market information systems in Mali are quite different and cannot be substituted for one another. Given that, the participants agreed to form a working group that would regularly meet to facilitate the creation of a more coherent and sustainable LMIS before the phasing out of their respective projects.

- L4G participated in meetings held from June 26-27th between USAID and Mopti implementing partners. The purpose of this meeting is to find out what kind of coping strategies different partners put in place in response to the recent restrictive measures imposed by the Government on the circulation of motorcycles and pick-up vehicles in the Mopti Region.

ANNEX I: FINANCIAL REPORT

| FY2018 QUARTER III | | | | | | |
|--------------------|------------------------|---------------------------|-------------------------------------|-----------------------|------------------------|--------------------------|
| | Total Budget (A) | Expenditure FY2018 Q3 (B) | Cumulative Spent Thru June 2018 (C) | Budget Remaining (D) | Obligated Amount (E) | Obligation Remaining (F) |
| Direct Costs | \$10,771,432 | \$523,856.40 | \$6,968,616.82 | \$3,802,815.18 | | |
| Indirect Costs | \$2,995,522 | \$167,351.47 | \$2,264,969.79 | \$730,552.21 | | |
| Fixed Fee | \$722,494 | \$36,288.46 | \$484,763.85 | \$237,730.15 | | |
| Total | \$14,489,448.00 | \$727,496.33 | \$9,718,350.46 | \$4,771,097.54 | \$11,659,853.00 | \$2,668,698.87 |

ANNEX II: SUCCESS STORIES

SUCCESS STORY

Income generated by members of Somadougou Fatteners Cooperative Society through cattle fattening, production and marketing of improved seeds.

Since June 2016, the Livestock for Growth (L4G) program has assisted the Somadougou Fatteners Cooperative Society with improved seed supply, technical capacity building and partnership. This cooperative has been engaged in seed production and fattening for a decade. Despite countless technical and financial support from NGOs, the cooperative faced difficulties in accessing improved seeds, fattening techniques and access to agricultural credit.



MR SIDI TANGARA (SPOKESMAN OF THE OP). SEE BELOW HIS TESTIMONY

The cooperative was created in July 2014 and it is a PO composed of 60 producers

(25 men and 35 women, all reside in Somadougou Cercle, Mopti. The main objective is to promote local income generating activities for the benefit of the members. The cooperative works on cattle fattening, fodder and seed production.

Below are testimonies of the members.

"We have been practicing fattening and seed production techniques for a while.

However, there was limited knowledge of new agricultural technologies, including seed multiplication, improved fattening techniques and limited access to finance. Our working capital was 375,000 FCFA which allowed us to do 3 rotations of cattle fattening per year with 3 to 4 heads of cattle per rotation for an annual profit of 300,000 FCFA. This is shared between 60 people at the end of the fattening cycle. Through L4G, we have received a lot of support including the granting of 125 kg certified seeds (cowpeas, millet and sorghum), training on improved techniques of fattening, training and the granting kits for the manufacture of multi-nutritional licking blocks and straw with urea, training on techniques of harvesting, storage and preservation of fodder. This allowed us to diversify our activities and thus increase our revenues:

1. Cattle fattening.

Thanks to the use of multi-nutritional licking blocks and straw urea, we have reduced the cost of production and the duration of fattening cycle. Currently, we do 4 rotations per year with 9 to 10 heads of cattle fattened by rotation for an annual profit of 800,000 FCFA versus 300,000 FCFA.

2. The certification and marketing of improved seed

With seeds received from the project, we were able to sow 12 hectares for a total production of 11 tons. The seeds were already certified, thus it facilitated the sales. Currently, we have sold 2 tons of our cowpea and sorghum production for a value of 1,400,000 FCFA. Overall with the support of the L4G project, our PO makes an annual income of 2,200,000 FCFA. This sum allows us to: (i) organize a good fattening campaign, (ii) prepare the rainy season (forage and seed production), (iii) increase the PO's financial capital to 110%, and (iv) allow the members of the PO to cover certain daily household expenses».

As a result, we encourage L4G Project Management team and USAID to duplicate these activities as we believe it establishes an inclusive approach for the promotion of business in rural areas.

SUCCESS STORY: DJÉRÉTOU MAÏGA

Mrs. Traore Dieretou Maiga Woman Engaged for Her Destiny



Sheep fattening activity



Production of licking blocks

What I remember as good practice is the approach used by L4G. We have become professionals in the production of licking blocs. We no longer depend on traders or producers. We are employers of part-time workers. We produce 96 licking blocks (each block weighs 1kg) per month. We aim to become depositories of this product throughout the Bandiagara market and gradually occupy the local markets of the Cercle. The main clients are those of Bandiagara city and villages not covered by L4G project.

Madame Diérétou Maïga, age 58, lives in 5th district of Bnadiagara with her husband and seven children, one daughter and six boys. She is the president of the Association Kaoural (since 2004) and the Assistant Treasurer of FOFBEV of Bandiagara since 2010.

Madame Traoré Diérétou Maiga attended primary education until the 8th grade when she left school to start a family. Dieretou started as an Assistant Treasurer managing funds that was generated from processing and drying of shallots, soap, peanut paste processing, small-scale animal fattening etc. Currently, Ms. Dieretou is working on the modern fattening techniques.

Her desire to grow her business led to her participation in L4G. In 2009, she joined the Women's Platform. Initially by working with the Women's platform, Mrs. Dieretou values the technical assistance and business advisory services that she received from the program; specifically technical trainings on improved animal fattening techniques and improved animal feed products along with and financial management.

In 2005, Ms. Dieretou received a 3,000,000 CFA on/funding from the APESSE PRIME and quickly realized that she needed to better understand how to manage the new capital to grow her business. Ms. Dieretou also invested her own capital of 900,000 CFA.

The added value I obtained through L4G includes:

- *The production and sale of licking blocks: 96 one kilogram blocks sold monthly for an amount of 48,000 CFA, the production cost is 10,500f per month. We make a profit of 37,500 CFA per month. In total, we work 7 months of the year. There is enough work to keep us busy. Because of the dry season, production extends from December to June and through L4G we have learned fattening techniques where I managed to improve the turnover and launched into the block licking business.*

- *Increased my animal fattening cycles to three per year, fattening ten heads each cycle. If I buy a sheep for fattening for between 50,000 and 100,000 CFA, I invest 35,000 CFA per sheep for a total cost of between 85,000 and 135,000 CFA. At the end of the fattening cycle, I sell the sheep at a price of between 125,000 and 165,000 CFA and earn a gross margin of 40,000 per head. So for every 10 heads I fatten I earn 400,000 CFA, which would be enough to pay my annual stock in millet and rice. But because we already have millet fields, much of the money from fattening is saved for other social needs: marriage, baptism, death, health care, school fees for my children. This profit margin is partly due to my using urea-treated hay, because before L4G my gross margin per head was lower, and I also wasn't able to have as many fattening cycles per year because fattening took longer.*

Thanks to L4G, the processing and drying of shallots, sheep fattening, production and marketing of lick pads allow Ms. Dieretou to cover all her family's expenses. This includes tuition fees for primary school and university and medical costs for her family including her husband who became disabled in 2008 due to high blood pressure.



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